

## Scott Anderson, Managing Director for Keefe, Bruyette & Woods



**KEEFE, BRUYETTE & WOODS**  
*Specialists in Financial Services*

- Founded in 1962
  - Significant employee ownership
  - Unique culture of long term relationships with clients
- IPO in November, 2006 (NYSE: KBW), current market capitalization near \$700B


### Scott R. Anderson, Managing Director

Mr. Anderson has completed more than \$35 billion in transactions for banks, thrifts, insurance and finance companies. Over the past 17 years, advisory assignments have included buy and sell-side engagements as well as takeover defense and evaluation of strategic objectives. Capital offerings have included primary and secondary offerings of common stock, convertible and perpetual preferred stock, capital securities (trust preferred), and senior and subordinated debentures. Scott received his MBA from the Kenan-Flagler School of Business at the University of North Carolina at Chapel Hill and his B.S. from the University of Virginia.

### Recent Transactions

  
Acquisition of  
  
Local People...Local Decisions®  
\$860 million  
April 2007

  
Sterling Financial Corp.  
Sale to  
  
\$560 million  
July 2007

  
WesBanco  
Acquisition of  
  
\$201 million  
July 2007

  
FIRST  
CHARTER  
Sale to  
  
FIFTH THIRD BANK  
\$1.1 billion  
Aug 2007

  
OMEGA  
BANK  
Member FDIC  
Sale to  
  
F.N.B. Corporation  
\$393 million  
Nov 2007

